

Consolidated Financial Results Highlights for the First Quarter of the Fiscal Year ended December 31, 2022(1)

Consolidated Results

Operating Results

(Millions of Yen)

	'21/12 Q1 ※ ¹	'22/12 Q1			'22/12 Forecast		
	Actual	Actual	YoY change		Forecast	YoY change	
			Difference	%		Difference	%
Net Sales	10,298	11,316	1,018	9.9%	49,400	4,304	9.5%
Operating Profit	1,031	1,293	261	25.4%	7,300	1,243	20.5%
Ordinary Profit	1,108	1,467	358	32.4%	7,300	1,217	20.0%
Profit attributable to owners of parent	-215	925	1,140	—	5,300	1,566	42.0%

Sales by Market

(Millions of Yen)

	'21/12 Q1 ※ ²	'22/12 Q1				'22/12 Forecast			
	Actual	Actual	%	YoY change		Forecast	%	YoY change	
				Difference	%			Difference	%
Visual Communication	4,680	5,186	45.8%	505	10.8%	22,600	45.7%	2,361	11.7%
Digital Fabrication	2,198	2,509	22.2%	311	14.2%	11,200	22.7%	1,191	11.9%
Dental	1,373	1,529	13.5%	156	11.4%	7,250	14.7%	648	9.8%
Service, Software & Others	2,046	2,090	18.5%	43	2.1%	8,350	16.9%	102	1.2%
Total	10,298	11,316	100.0%	1,018	9.9%	49,400	100.0%	4,304	9.5%

Sales by Product

(Millions of Yen)

	'21/12 Q1 ※ ²	'22/12 Q1				'22/12 Forecast			
	Actual	Actual	%	YoY change		Forecast	%	YoY change	
				Difference	%			Difference	%
Hardware	5,063	5,843	51.6%	780	15.4%	26,800	54.3%	4,131	18.2%
Supplies	3,247	3,485	30.8%	238	7.3%	14,400	29.1%	-37	-0.3%
Service parts & Others	1,987	1,987	17.6%	0	0.0%	8,200	16.6%	210	2.6%
Total	10,298	11,316	100.0%	1,018	9.9%	49,400	100.0%	4,304	9.5%

Sales by Region

(Millions of Yen)

	'21/12 Q1	'22/12 Q1				'22/12 Forecast			
	Actual	Actual	%	YoY change		Forecast	%	YoY change	
				Difference	%			Difference	%
Japan	1,167	1,347	11.9%	180	15.4%	4,850	9.8%	316	7.0%
North America	3,103	3,859	34.1%	756	24.4%	16,450	33.3%	2,434	17.4%
Europe	3,739	3,880	34.3%	141	3.8%	17,600	35.6%	431	2.5%
Asia	723	772	6.8%	49	6.8%	3,750	7.6%	519	16.1%
Others	1,564	1,455	12.9%	-109	-7.0%	6,750	13.7%	601	9.8%
Total	10,298	11,316	100.0%	1,018	9.9%	49,400	100.0%	4,304	9.5%

Other Key Items

(Millions of Yen)

	'21/12 Q1	'22/12 Q1	'22/12 Forecast
Capital expenditures	201	491	1,600
Depreciation and amortization	313	305	1,200
Personnel expenses	2,675	2,725	11,200
R&D expenses	757	785	3,200
Advertising and promotion expenses	105	222	1,000

Exchange Rates

(Yen)

	'21/12 Q1 Average Jan to Mar	'22/12 Q1 Average Jan to Mar	'22/12 Q1 Closing 31-Mar	'22/12 Average Forecast
USD	105.91	116.20	122.41	113.00
EUR	127.72	130.43	136.85	128.00
GBP	146.05	155.98	160.79	155.00
DKK	17.18	17.53	18.39	17.18
AUD	81.86	84.07	92.17	81.00
THB	3.51	3.52	3.69	3.40
RMB	16.36	18.29	19.25	16.80
KRW	0.0951	0.0964	0.1012	0.0950
BRL	19.39	22.25	25.66	20.00
RUB	1.43	1.35	1.46	1.40

※1 We have changed the revenue recognition method starting from FY2022Q1. In accordance with the transitional treatment stated in the Revenue Recognition Accounting Principal 89-2, we have not restated the previous fiscal year's financials. The impact on the financials of this change however is minimal. The YoY comparison have been made with financials that have not been restated.

※2 From this fiscal year, we will change the existing categories for disclosure of sales by product to new categories by market and by product. With regard to year-on-year comparisons, the figures for the previous period have been reclassified to match the categorization of the figures for sales by market and sales by product. No changes have been made to the categories for disclosure of sales by region.

Consolidated Financial Results Highlights for the First Quarter of the Fiscal Year ended December 31, 2022(2)

Consolidated Results | FX impact

Operating Results

(Millions of yen)

	'21/12 Q1 ※ ¹	'22/12 Q1	Difference	FX impact	FX excluded
Net Sales	10,298	11,316	1,018	528	4.8%
Operating Profit	1,031	1,293	261	230	3.0%

Sales by Market

(Millions of yen)

	'21/12 Q1 ※ ²	'22/12 Q1	Difference	FX impact	FX excluded
Visual Communication	4,680	5,186	505	279	4.8%
Digital Fabrication	2,198	2,509	311	104	9.4%
Dental	1,373	1,529	156	67	6.5%
Service, Software & Others	2,046	2,090	43	76	-1.6%
Total	10,298	11,316	1,018	528	4.8%

Sales by Product

(Millions of yen)

	'21/12 Q1 ※ ²	'22/12 Q1	Difference	FX impact	FX excluded
Hardware	5,063	5,843	780	283	9.8%
Supplies	3,247	3,485	238	168	2.2%
Service parts & Others	1,987	1,987	0	76	-3.9%
Total	10,298	11,316	1,018	528	4.8%

Sales by Region

(Millions of yen)

	'21/12 Q1	'22/12 Q1	Difference	FX impact	FX excluded
Japan	1,167	1,347	180	—	—
North America	3,103	3,859	756	341	13.4%
Europe	3,739	3,880	141	107	0.9%
Asia	723	772	49	11	5.3%
Others	1,564	1,455	-109	68	-11.4%
Total	10,298	11,316	1,018	528	4.8%

Average Currency Exchange Rates

(Yen)

	'21/12 Q1	'22/12 Q1	
	Jan to Mar	Jan to Mar	Change %
USD	105.91	116.20	9.7%
EUR	127.72	130.43	2.1%

※1 We have changed the revenue recognition method starting from FY2022Q1. In accordance with the transitional treatment stated in the Revenue Recognition Accounting Principal 89-2, we have not restated the previous fiscal year's financials. The impact on the financials of this change however is minimal. The YoY comparison have been made with financials that have not been restated.

※2 From this fiscal year, we will change the existing categories for disclosure of sales by product to new categories by market and by product. With regard to year-on-year comparisons, the figures for the previous period have been reclassified to match the categorization of the figures for sales by market and sales by product. No changes have been made to the categories for disclosure of sales by region.

Consolidated Financial Results Highlights for the First Quarter of the Fiscal Year ended December 31, 2022(3)

Consolidated Results

※With regard to the year-on-year comparisons below, the figures for the three months ended March 31, 2022 have been reclassified to match the categorization of figures for sales by product under the previously used categories.

Sales by Product

(Millions of Yen)

	'21/12	'22/12 Q1※				'22/12 Forecast			
	Actual	Actual	%	YoY change		Forecast	%	YoY change	
				Difference	%			Difference	%
Printers	3,232	3,840	33.9%	608	18.8%	17,550	35.5%	3,138	21.8%
Plotters	336	305	2.7%	-30	-9.2%	1,250	2.5%	40	3.4%
3D products	1,494	1,697	15.0%	203	13.6%	8,000	16.2%	952	13.5%
Supplies	3,247	3,485	30.8%	238	7.3%	14,400	29.2%	-37	-0.3%
Others	1,987	1,987	17.6%	0	0.0%	8,200	16.6%	210	2.6%
Total	10,298	11,316	100.0%	1,018	9.9%	49,400	100.0%	4,304	9.5%

Consolidated Results | FX impact | Previous Categories

Sales by Product

(Millions of Yen)

	'21/12	'22/12 Q1※	Difference	FX impact	FX excluded
Printers	3,232	3,840	608	204	12.5%
Plotters	336	305	-30	40	-13.7%
3D products	1,494	1,697	203	952	9.3%
Supplies	3,247	3,485	238	-37	2.2%
Others	1,987	1,987	0	210	-3.9%
計	10,298	11,316	1,018	528	4.8%

Average Currency Exchange Rates

(Yen)

	'21/12 Q1	'22/12 Q1	
	Jan to Mar	Jan to Mar	Change %
USD	105.91	116.20	9.7%
EUR	127.72	130.43	2.1%